

RICHARD BARRIE



Richard Barrie is a leading UK supplier of curtains and blinds and provides a complete window dressing solution. Established in the 1930s by Ena Shaw as a small interiors shop, Richard Barrie now supplies an increasing number of resellers throughout the UK.

The company has an extensive range of made to measure curtain and home furnishings including headings, borders, pelmets, cushions and fabric collections. Richard Barrie's made to measure service is designed to make selling curtains and blinds as easy as possible and is complemented by the company's Curtain Express concept.

The Project

Richard Barrie required the replacement of its existing sales order entry and manufacturing system with an integrated, unified off the shelf solution. With a personal recommendation to use SDLC Solutions by its professional advisors, Richard Barrie approached SDLC to project manage the system upgrade whilst creating and implementing a comprehensive testing strategy to ensure the quality and usability of the system from the outset.

SDLC Solutions was tasked with managing the replacement of the existing bespoke UNIX system with an off the shelf solution which would offer both increased flexibility and greater stock control. Another requirement raised by the Richard Barrie management team was to reduce overall operating risks and costs associated with the new solution by expanding the pool of employees able to work on, and run, the new system.

SDLC Solutions assumed overall project management and created a comprehensive delivery plan with key milestones agreed by all third party suppliers. In particular, SDLC managed the system supplier to ensure the efficient and effective installation of the new system. Once the system had been installed, SDLC supplied a dedicated user acceptance test resource onsite at Richard Barrie.

The main objective of the user acceptance testing was to make certain that the system performance met the needs of the users prior to implementation with an acceptable level of risk. In effect, the testing acted as a final feedback mechanism with an understood level of risk for Richard Barrie before 'go live'.

Mark Gordon, Financial Director, Richard Barrie, was extremely happy with the performance of the SDLC project team, "We chose to work with SDLC Solutions because of its end to end management capability. We literally handed over the project to the team to manage which reduced pressure on our IT resource.

With competitive and very fair rates, SDLC Solutions took a very structured approach to the project and were both co-operative and adaptable throughout the period. All the employees we encountered were first-class at performing their duties and friendly and helpful as well, to the extent that skills were transferred to our IT team purely as a value-add."

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Mark Gordon, Richard Barrie

Key Benefits

- **Efficient implementation to date with no system downtime which minimised disruption to day to day operations.**
- **Proficient control and management ensured project deliverables were presented on time and within budget.**
- **On the job mentoring and proactive skills transfer contributed to the swift acceptance of the new system by Richard Barrie employees with little opposition to change.**

More information:

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